

Acquisition Center for Support Services



ACSS Information Day

15 March 2013



Paul Ortiz, Director
Acquisition Center for Support Services



Agenda

15 March 2013



- **Overview MCSC/ACSS**
- **2012 ACSS Business Metrics**
- **Contracting Officers Information**
 - **Sakeena Siddiqi**
- **Future Opportunities: Where To Go!**
- **Break**
- **Small Business**
 - **Dave Dawson**
- **Questions (Submit Cards)**

Commandant of the Marine Corps

Assistant Secretary of the Navy
Research, Development & Acquisition

MARCORSYSCOM

JPEO
MRAP

PEO
EIS

PEO
Land Systems

Staff

PM MRAP

Mine Resistant Ambush
Protected

Staff

PM NEN

Naval Enterprise
Networks

PM EIS

Enterprise IT Services

PM GCSS-MC

Global Combat Support
System-Marine Corps

Staff

PM AAA

Advanced Amphibious
Assault

Amphibious Assault
Vehicle

Amphibious Combat
Vehicle

Marine Personnel
Carrier

PM AC2SN

Aviation Command & Control
And Sensor Netting

PM GBAD/GATOR

Ground/Air Task Oriented
Radar

PM LTV

Light Tactical Vehicles

PM TAS

Towed Artillery Systems
Lightweight 155
Picatinny, NJ

PM M&HTV

Medium and Heavy
Tactical Vehicles

Medium Tactical Vehicle
Replacement

Logistics Vehicle System
Replacement

Deputy Commander
Resource Management

Deputy Commander
SIAT

Commanding Officer
MCTSSA
Camp Pendleton, CA

Assistant Commander
Contracts

Assistant Commander
Acquisition Logistics/
Product Support

Assistant Commander
Programs

PM MI

Marine Intelligence

PM AMMO

Ammunition

PM LAV

Light Armored Vehicle
Warren, MI

PM TRASYS

Training Systems
Orlando, FL

PM ISI

Information Systems and
Infrastructure

PM MAGTF C3

MAGTF Command, Control,
and Communications

PM IWS

Infantry Weapons Systems

PM AFSS

Armor and Fire
Support Systems

PM CSS

Combat Support Systems

Assistant Secretary of the Army
Research, Development & Acquisition

PEO Ground
Combat
Systems

JPEO
Chem/Bio Defense

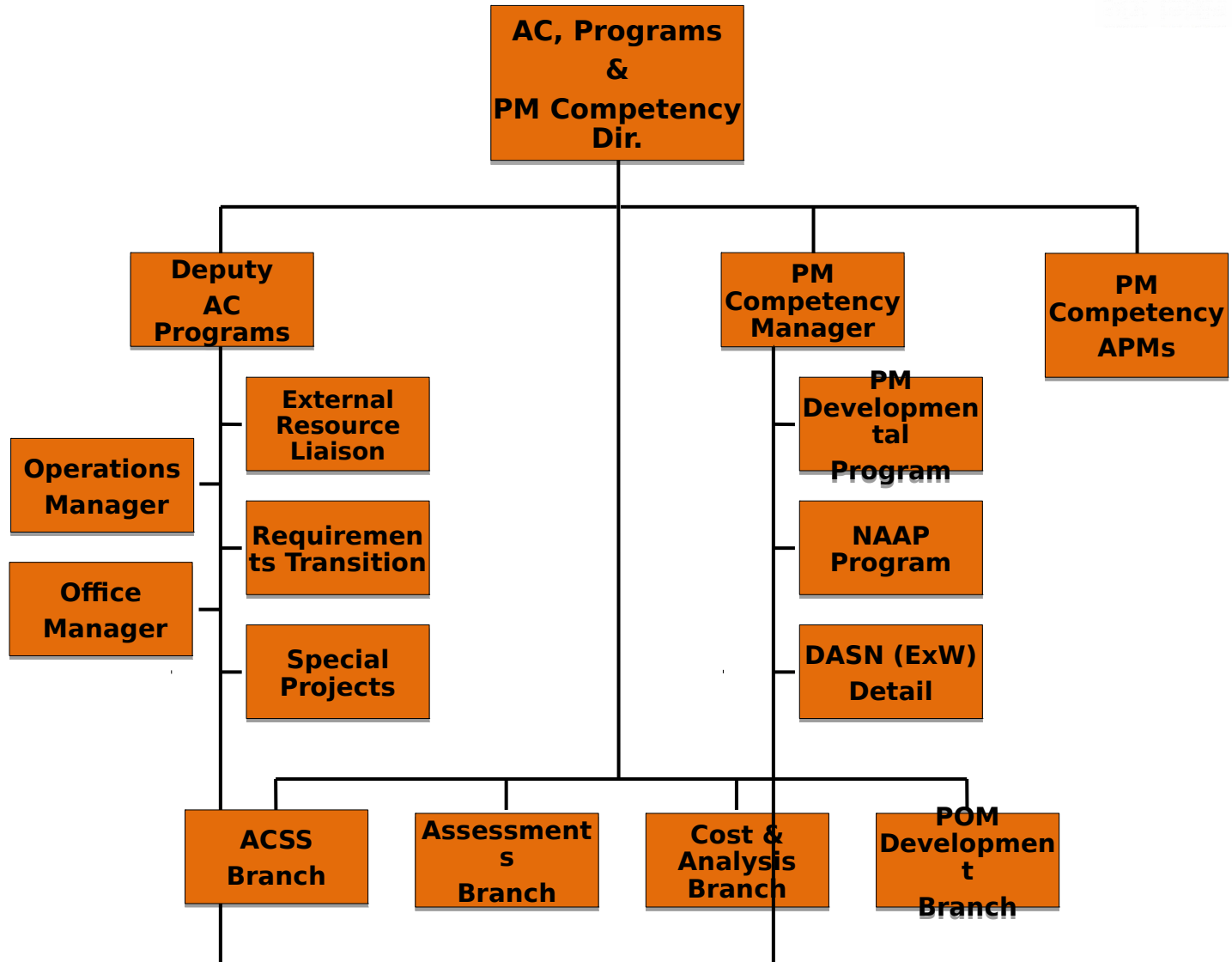
Robotic Systems Joint Program Office
Warren, MI

JPM P
Protection

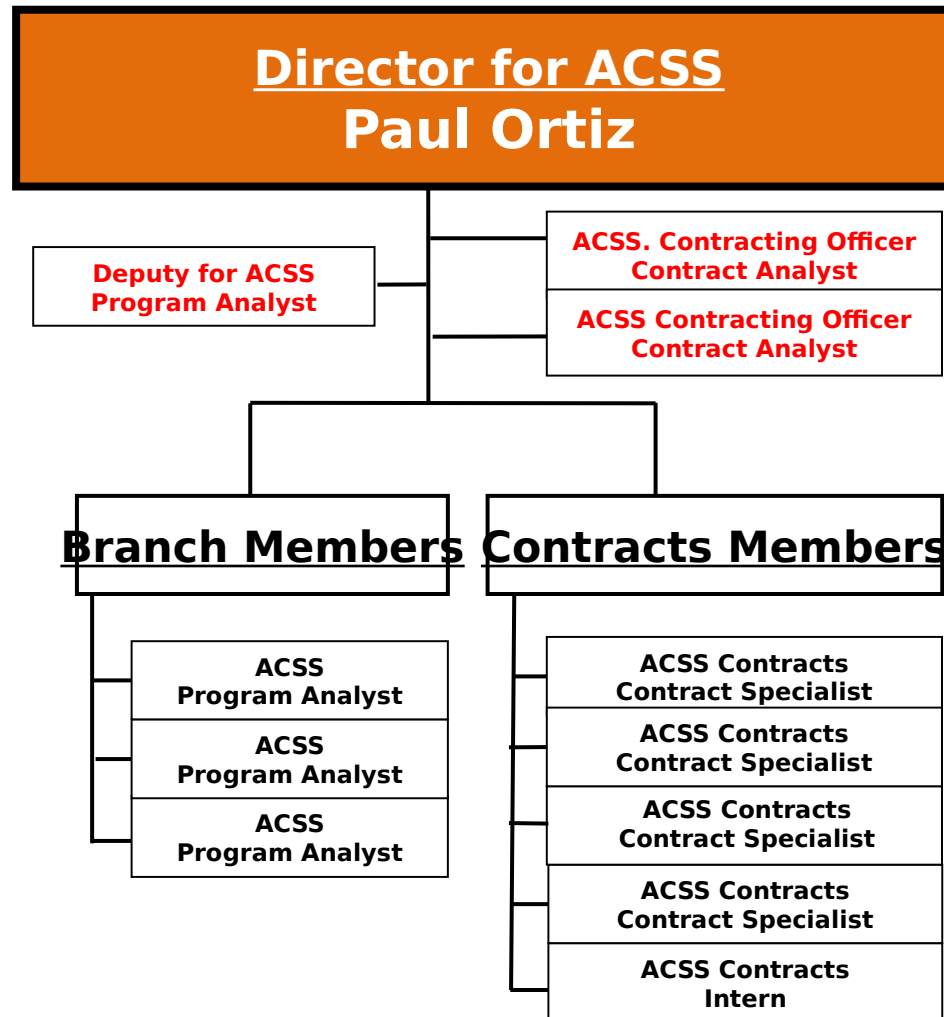
Effective 29 Jan 13



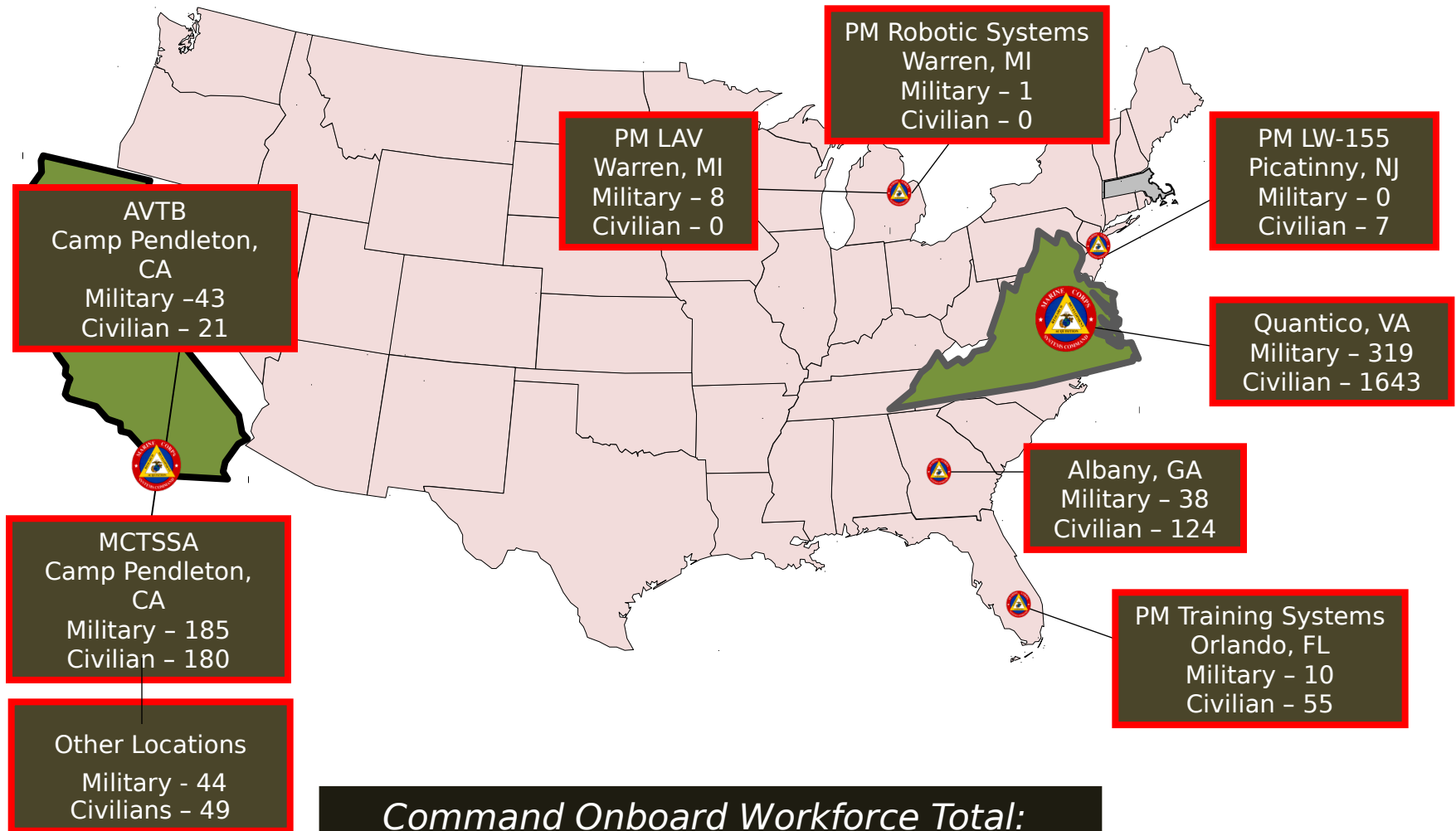
AC Programs & PM Competency Director



Acquisition Center for Support Services (ACSS) Organization Chart



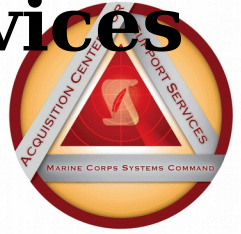
Workforce Locations



As of 15 Feb 2013



Acquisition Center for Support Services



Mission

ACSS is responsible for developing, implementing and executing a comprehensive Advisory and Assistance Services (A&AS) program for the Marine Corps Systems Command in an independent manner to coordinate professional services support requirements, establish contractual relationships, provide analytical and procurement planning services, and ensure appropriate regulatory compliance.



Acquisition Center for Support Services Objectives



- **Maintain Quality & Rapid Acquisition Support for Professional Services**
- **Incorporate all appropriate regulations and policy changes** for Services Support contracting.
- **Improve Support Service Costs & Performance:**
 - ❑ **Maintain continuous process improvement**
 - ❑ **Coordinate training** needs with Training office



SeaPort?



- SeaPort is a **Set of Multiple Award Contracts**:
 - Navy's **SYSCOM Enterprise solution to acquire Engineering, Financial, and Program Management support services**
 - SeaPort Navy service procurement vehicle:
 - **2,800 prime contractors** (>80% Small Business) Competitive Task Orders – Fair Opportunity (FAR 16.505)
 - Competed in one of **seven geographic zones** based upon principal place of performance
 - SeaPort is a **Web-Based Portal**, provides a means

http://www.seaport.navy.mil/default.aspx - Microsoft Internet Explorer provided by NMCI

http://www.seaport.navy.mil/default.aspx

File Edit View Favorites Tools Help Links Personal Work Yahoo! Customize Links

https://www.feb.mil/ SeaPort TOMS http://www.seaport.navy...

As of 5 Mar 2013: According to SeaPort KO No timeframe for the next Rolling Admissions. Updated synopsis will be posted in FedBizOpps and on the Seaport homepage. **NOTE: ACSS has no purview or control! Do not contact ACSS!**

SeaPort
Home Buy Sell Learn About Contact

SeaPort

- Rolling Admissions
- MAC Scope
- Partners
- Success/News
- FAQ
- Recognition

Elliott B. ...
Director of Cons...
Naval Sea Systems Command

Quick Links

- Users: [Access Portal](#)
- First-Time Navy Users: [Request Account](#)
- Industry Users: [Access Vendor Portal](#)
- SeaPort-e Rolling Admissions [Access Industry Portal](#) **Amendment Issued**
- More SeaPort-e Rolling Admissions Information
- SeaPort-e Team Additions
- Contacts

This is an official U.S. Navy website.

NAVSEA
NAVAL SEA SYSTEMS COMMAND

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• [Section 508](#) • [Rights](#) • [Navy Careers](#) • [Navy FOIA](#) •

• [Registration #2140](#) •

Naval Sea Systems Command

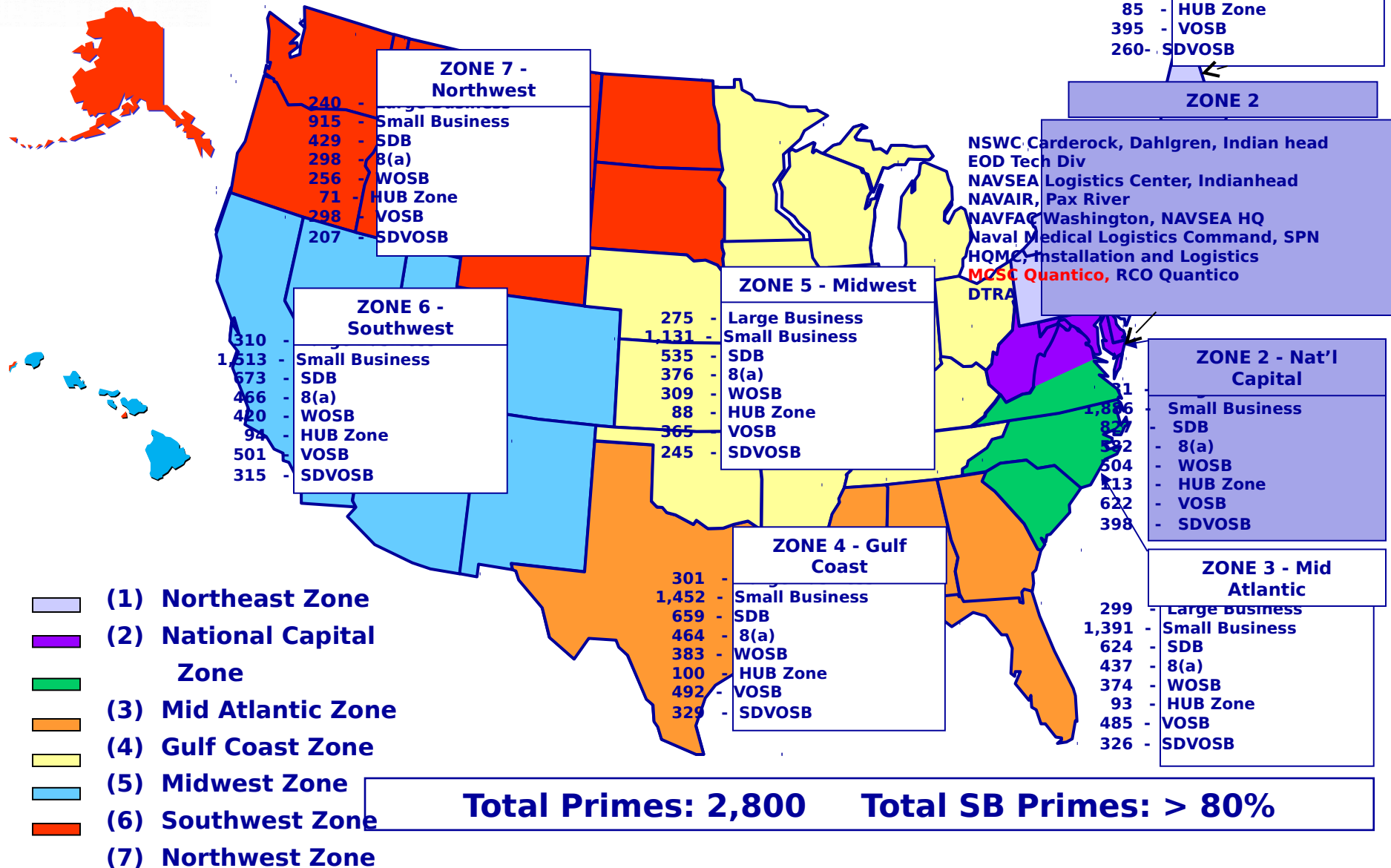
SeaPort Internet Address
www.seaport.navy.mil/SeaPort/RollingAdmissions.aspx

https://auction.seaport.navy.mil/Bid/Login.aspx

start | Inboxes - Microsoft Out... | http://www.seaport... | USMC ACSS Enterpris... | FW: C&A Branch Tea... | Internet | 100% | 14:31



SeaPort Zones





ACSS CEOss vs. SeaPort Process



CEOss

PRO (FAR Part 8)

- Conducted business via proprietary eP2 SW
- Simple Abbreviated SOW
- Abbreviated Acquisition Strategy templates
- Short Solicitation Periods (5 vs. 30 days)
- Verbal Due Diligence Sessions vs. Written
- GSA Contracts BPA based/ACSS Managed
- Short 1 day Source Selections
- 2011 Average Award Time - 29 days
- No Protests

CON

- **Limited Number of Vendors; 34 in 2011**
- **IGCE's provided to Vendors**

SeaPort

PRO (FAR Part 15)

- **Utilize Navy System at NO cost**
- **Maintained Vendor Participation (MACS)**
- **Prepare IGCE for Gov't ONLY access**
- **Access to over 2800 vendors**
- **Access to over 1800 Small Businesses**
- **Greater Detail in PWS & PR Package**
- **PWS/CDRL accountability on deliverables**
- **Adhere to Policy - 30 day solicitation period**
- **More detailed Source Selection evaluations**
- **Significantly LOWER profit margins**
- **Once in SeaPort-Average award time 56 days faster than PAIT and others**



ACSS Reviews & Waiver



- Engineering waiver
- Administrative review “Iceberg Contract”
 - Administrative Services Consolidation w/in a single contract
- Operation Security review
- Security Review
- Contractor Onsite Review/Waiver
- Conference Review



ACSS Award Process



**Option years 2 & 3
simplified: Only
need to provide PR
Form, Metrics
Compliance Letter
& Funds**

**2012: 56 days
Average time
to award once
in SeaPort**

**COR's Instructions
via "Read Me 1st
File"**

**No
ACSS Waiver**

90 days

ACSS Process & Performance

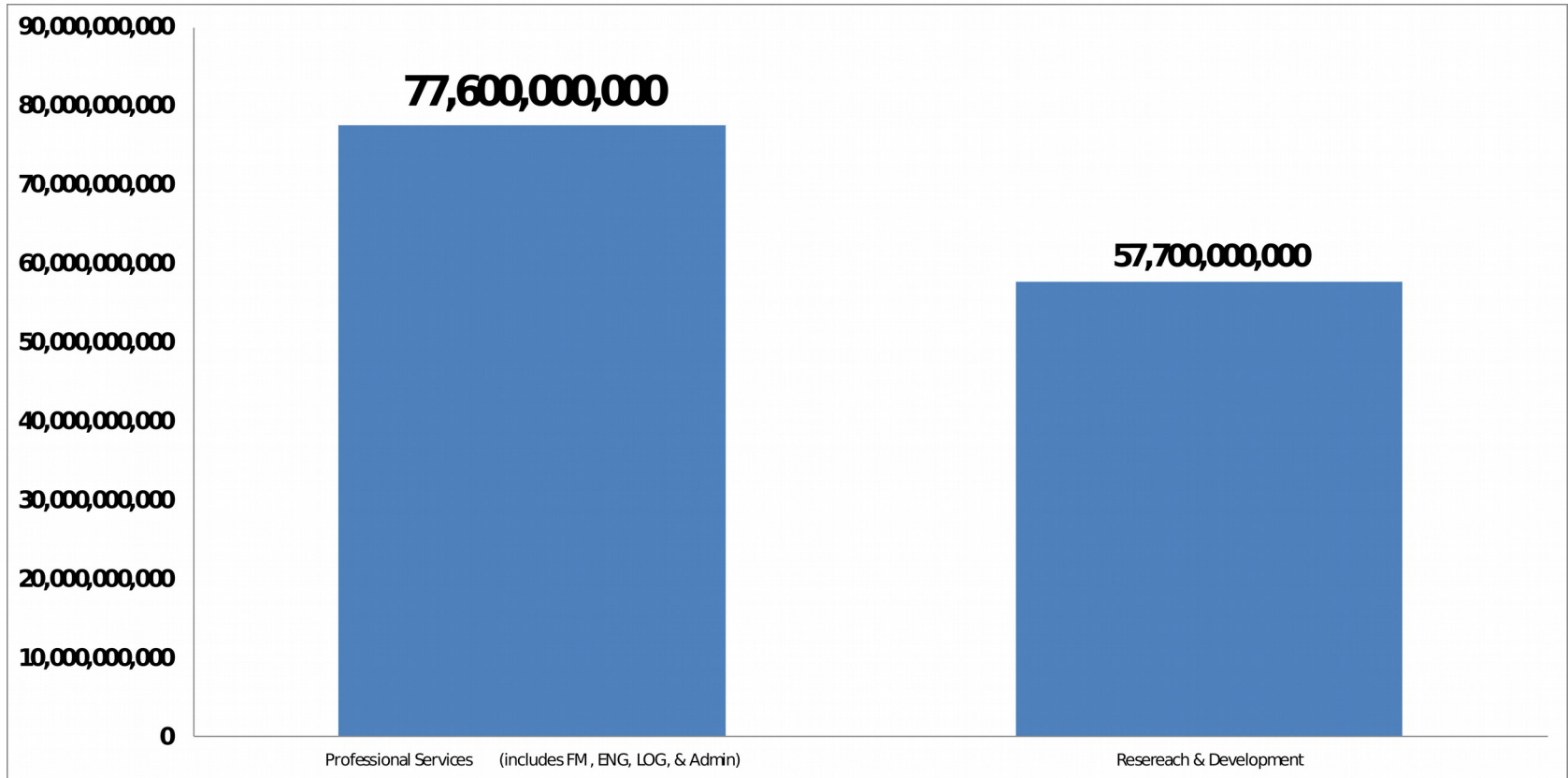
2012 & 2013





Professional Services

Largest Category in Gov't Contracting **FY2011**

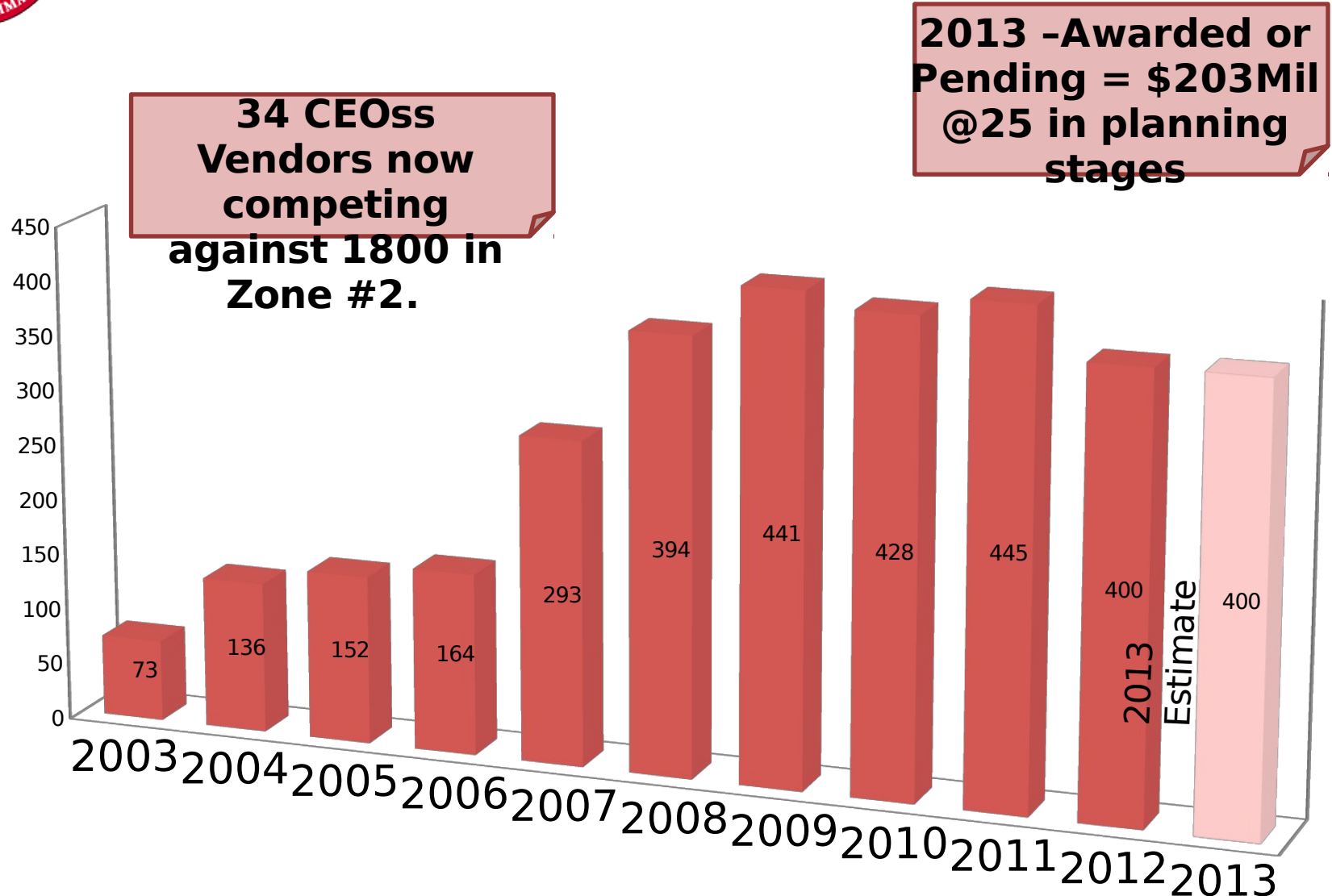


FY2011



ACSS 2013 Performance

Oct2012 - Current

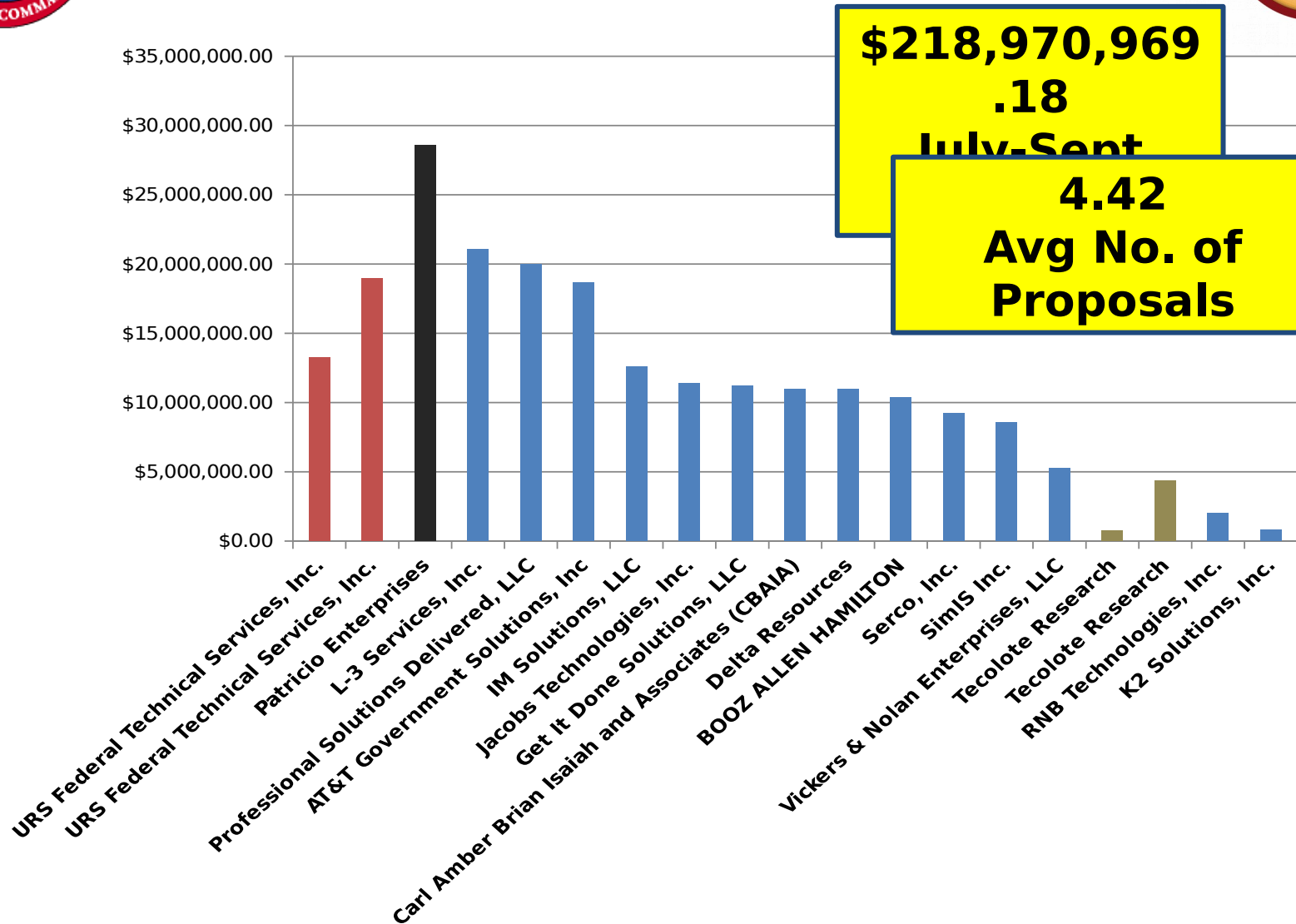


1st DRAFT



ACSS July-Sept 2012

SeaPort Performance



SeaPort Activity

Aug-Dec 2012

Contractor	Contract Amt	Status
URS Federal Technical Services, Inc.	\$13,262,482.00	\$32,220,453.00
URS Federal Technical Services, Inc.	\$18,957,971.00	
Patricio Enterprises	\$28,579,220.00	Largest Single
L-3 Services, Inc.	\$21,087,315.65	
Professional Solutions Delivered, LLC	\$20,004,368.00	
AT&T Government Solutions, Inc	\$18,633,199.00	
IM Solutions, LLC	\$12,601,356.00	
Jacobs Technologies, Inc.	\$11,355,793.00	
Get It Done Solutions, LLC	\$11,214,968.00	
Carl Amber Brian Isaiah and Associates (CBAIA)	\$10,977,042.00	
Delta Resources	\$10,951,430.00	
BOOZ ALLEN HAMILTON	\$10,365,597.00	
Serco, Inc.	\$9,232,254.22	
SimIS Inc.	\$8,561,373.00	
Vickers & Nolan Enterprises, LLC	\$5,243,436.00	
Tecolote Research	\$739,647.36	\$5,116,210.07
Tecolote Research	\$4,376,562.71	
RNB Technologies, Inc.	\$2,008,581.24	
K2 Solutions, Inc.	\$818,373.00	

FY 2012
SeaPort Awards





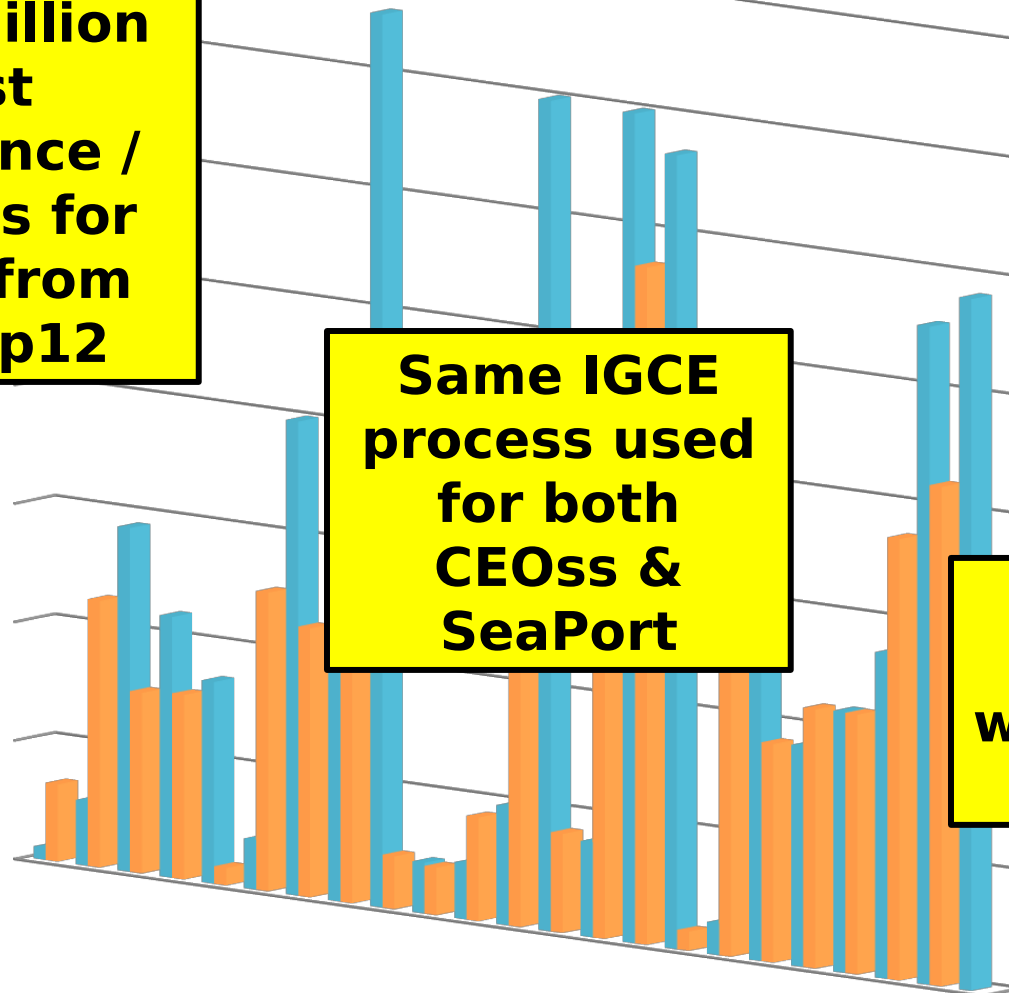
IGCE vs. Actual Award July-Sept 2012



**\$122 Million
Cost
Avoidance /
Savings for
MCSC from
Jul-Sep12**

**Same IGCE
process used
for both
CEOss &
SeaPort**

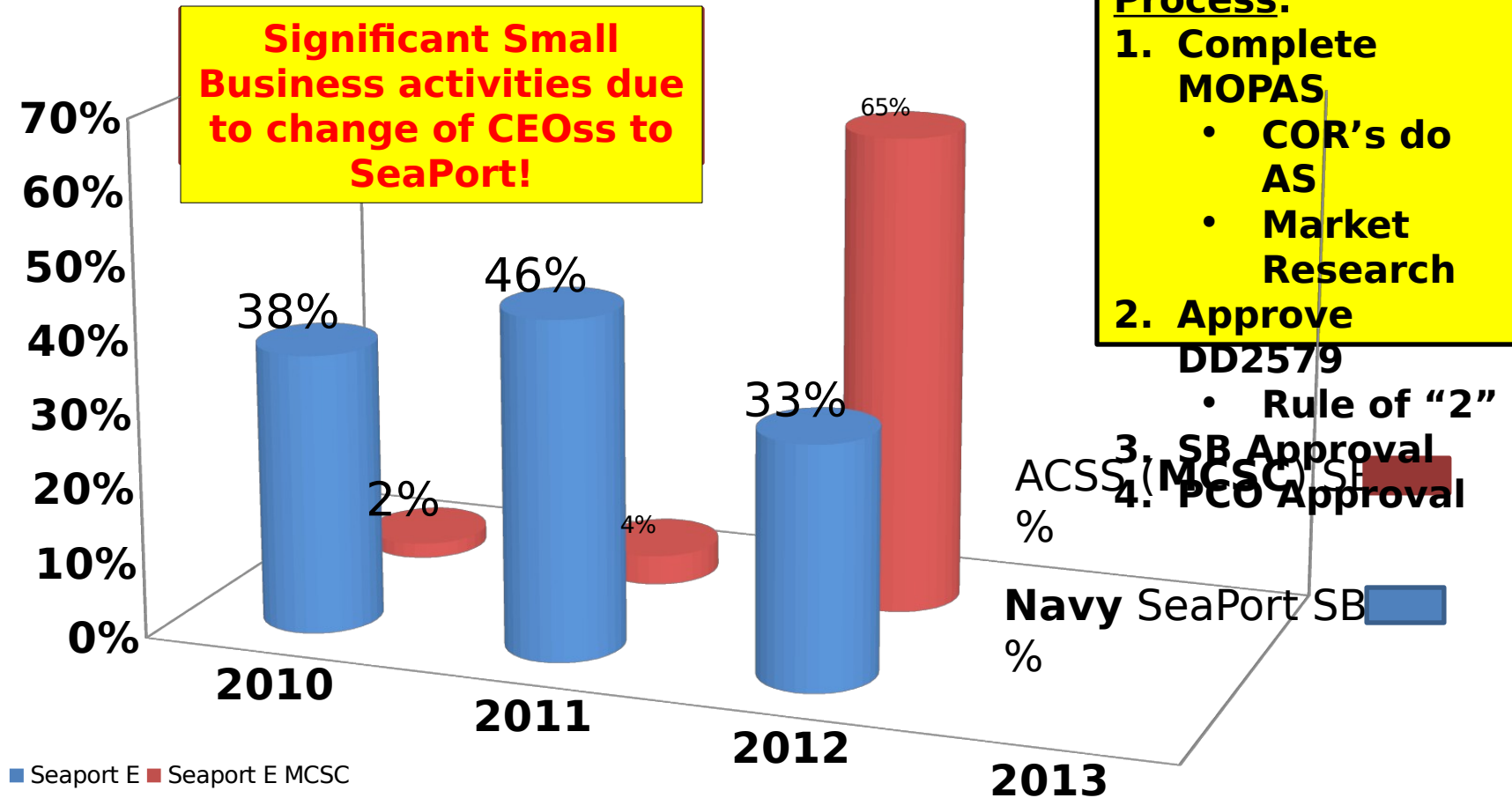
**ACSS does
"BEST VALUE
with Tradeoffs"
NOT LPTA**



■ IGCE
■ Award Value



Navy SeaPort & MCSC 2010-2012 Small Business (SB) Award % Comparison



The Economy, CR, Sequestration

MCSC ACSS Professional Services
Small Business vs. Large Business Opportunities



ACSS Small Business Opportunities



ACSS Large Business Opportunities





Director's Comments



- Increase in the average number of Proposals received. Primarily with “New” starts.
 - FY 11 - 4 proposals per solicitation
 - FY 12 - 4.5
 - FY 13 - Increasing at a greater pace than past FY's
- Incumbent's winning no longer a “Guarantee”
- A larger vendor variety responding to solicitations
- Greater Opportunities for Small Business
- Feedback received from vendors positive! – i.e., PWS improving, SeaPort Experience...
- Better able to meet OSD/DOD new requirements i.e., Small Business Requirements...
- Communication with ACSS...



Director's Comments



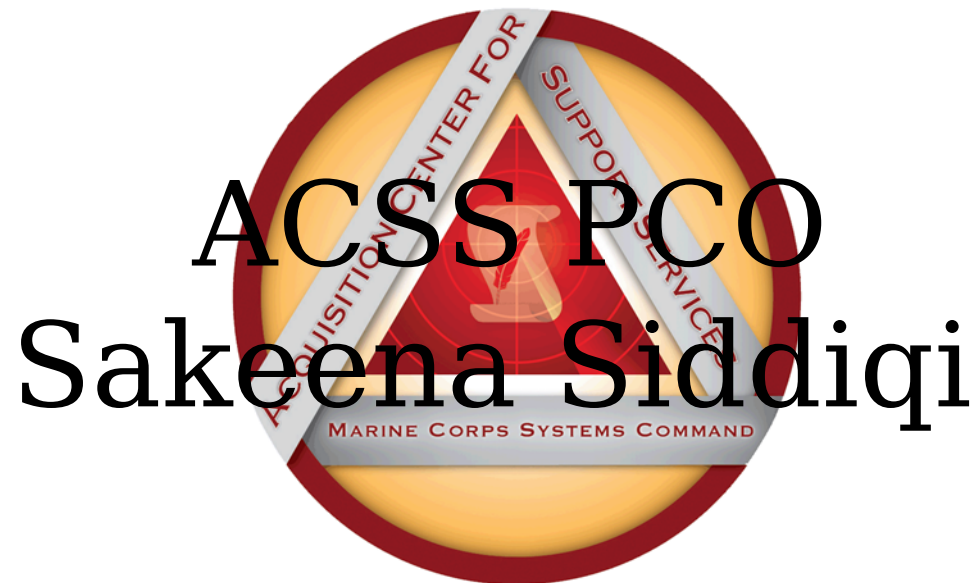
- **Debriefs.** FAR 15.503. Within 3 days after the date of contract award, must be within the competitive range but not selected for award.
- Websites containing news on Federal government actions, sequestration etc...
 - http://www.whitehouse.gov/sites/default/files/omb/assets/legislative_reports/stareport.pdf
 - <http://www.federalnewsradio.com>
 - <http://www.federaltimes.com/>
 - <http://www.fiercegovernmentit.com/>
- ACSS does not have "Trip Wire" indicators or a policy, nor have we assessed NAVSEA's.
- **Source Selections** taking longer due to increased number of proposals.



Director's Comments cont.



- **Best Value vs LPTA?** ACSS awards best overall package based on overall value which includes consideration for Price!
- **Consideration for Independent Source Selection?** PM Source Selection Evaluation Board consists of members knowledgeable of the requirements to ensure optimal fit.
- **Competency Run Contracting Service?**





Communication with ACS

- Know who your Government POCs are
- Know what the responsibilities are for each POC
- Identify your company and contract number in every e-mail, call, and voicemail
- Give us adequate time to review and respond
- Make sure your interaction is professional and courteous (including



Common Proposal Mistakes

- Sign the model contract
- Submit the proposal on time
- Address every task and subtask
- Provide every section of the proposal (e.g., past performance)
- Provide an hours/category breakdown
- Price every CLIN
- Follow page limits and font restrictions



Common Post-Award Mistakes



- Read your contract in full
- Read your underlying ID/IQ contract
- Host and brief a post-award conference
- Monitor your deliverables and delivery dates
- Comply with any notifications requirements (e.g., incremental funding)
- Understand the scope of your contract – don't wait until post-award to ask
- Track items which are funded and which aren't
- Know the difference between the COR and PCO



ACSS FUTURE



ACSS 2013 FORECASTS



ACSS Forecasting FY2013

<u>14-Mar-13</u>	<u>Title</u>	<u>Category</u>	<u>Estimated Solicitation Period</u>	<u>Large or Small</u>
1	Amphibious Vehicle Test Branch Support	Program Support	Between Feb. and June 2013	Small
3	MCNIS Site Sustainment	Program Support	Between Feb. and June 2013	
5	Enterprise Service Desk	Engineering Program Support	Between Feb. and June 2013	
6	MTVR BCA Support	Business Support	Between Feb. and June 2013	
7	GCSS MC SME Support	Program Support	Between Feb. and June 2013	
8	Escalation of Force ED&A	Program Support	Between Feb. and June 2013	
9	JNLWD Support	Program Support	Between Feb. and June 2013	
10	MRAP Lessons Learned Support	Program Support	Between Oct. 12 to Feb. 2013	
12	PdM ERS Support	Program & Logistics Support	Between Feb. and June 2013	
13	College of Distance Education and Training (CDET), Distance Professional Military Education (DPME) Support	Training Support	Between May. and Sep 2013	
14	Manpower Training and Human Systems Integration Support	Logistics Support	Between Feb and May 2013	Small
15	GCSS Sustainment Training Support	Logistics Support	Between Feb and June 2013	Small
16	International Programs IDIQ	Program Support	Between Feb and June 2013	
17	MC3 Sharepoint Services	Program Management	Between March and June 2013	
18	TFITS Portfolio Management	Program Management	Between March and June 2013	
19	Mission Assurance COOP	Logistics Support	Between March and June 2013	
20	CTR Sustainment	Program Support	Between March and June 2013	
21	PdM ITSS Project Support	IT Support	Between March and June 2013	
22	C2ID Division Support	Program Support	Between March and June 2013	

THIS IS A FORECAST OF ESTIMATED SOLICITATION PERIODS WHICH DOES NOT COMMIT THE GOVERNMENT TO PAY ANY COSTS INCURRED IN PREPARATION OF ANY SUBMISSION OR TO CONTRACT FOR SUPPLIES/SERVICES.

[http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs\(ACPROG\)/ACSS.aspx](http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs(ACPROG)/ACSS.aspx)



ACSS Path Forward



- Continue **COR Messages** to ensure open/frequent communication with ACSS COR's
- Continue **INDUSTRY DAY** events in order to provide policy updates and provide information regarding ACSS performance
- Provide **highlights to PMs** via quarterly performance information emails and / or briefings (Beginning Jun 2013)
- Collaborate with the Contracting Competency (Bev Hobbs) for **continued training in critical areas;** PWS, CDRL's, COR etc...
- Continue to **work with DAU** instructors with the introduction of the ARRT PWS development tool
- Maintain **communication with ASN-RDA for Health Assessment** exchange

NAVSEA SeaPort Contact Information

Sharon Rustemier

SeaPort Policy Branch Head

sharon.rustemier@navy.mil

202-781-2325

SeaPort Portal Technical Assistance

Rolling Admissions Questions

seaportsupport@aquilent.com

SEAPORT_EPCO@navy.mil

MCSC ACSS Contact Information

ACSS Web Site / Forecasting Address:

[http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs\(ACPROG\)/ACSS.aspx](http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs(ACPROG)/ACSS.aspx)

ACSS POC

Paul.R.Ortiz@usmc.mil



Break



Questions: Please complete all questions and place in the basket by the ACSS representative.

Small Business



MCSC OSBP PRESENTATION

Acquisition Center for Support Services (ACSS) Industry Day

Dave Dawson & Austin Johnson
MARCORPSYSCOM Office of Small Business Programs



15 MARCH 2013/

Marine Corps Systems Command (MCSC): Mission



- We're the Commandant of the Marine Corps' agents for acquisition and sustainment.
- We provide competency resources, policies and processes to PEOs and Program Management Offices.
- We field systems and equipment used by the Marine Corps and joint operating forces to accomplish their Warfighting mission.
- We manage the life cycle of MCSC acquired systems and

***We will equip and sustain the Nation's expeditionary
"Force of Choice."***

Program Executive Officer Land Systems (PEO LS):



- PEO LS reports directly to the Assistant Secretary of the Navy for Research Development and Acquisition ASN (RDA).
- PEO LS meets the Warfighter's needs by devoting full-time attention to Major Marine Corps Weapon Systems acquisition, while partnering with Marine Corps Systems Command, in order to develop, deliver, and provide life-cycle planning for assigned programs.
- PEO LS' integral relationship with Marine Corps Systems Command leverages infrastructure, competencies and technical



Dr. Ashton B. Carter

Under Secretary of Defense for Acquisition, Technology, and Logistics
"Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity
in Defense Spending"

Guidance Roadmap

Target Affordability and Control Cost Growth

- Mandate affordability as a requirement
 - At Milestone A set affordability target as a Key Performance Parameter
 - At Milestone B establish engineering trades showing how each key design feature affects the target cost

Drive productivity growth through Will Cost/Should cost Management

- Make production rates economical and hold them stable
- Set shorter program timelines and manage to them

Incentivize Productivity & Innovation in Industry

- Reward contractors for successful supply chain and indirect expense management
- Increase the use of FPIF contract type where appropriate using a 50/50 share line and 120 percent ceiling as a point of departure
- Adjust progress payments to incentivize performance
- Extend the Navy's Preferred Supplier Program to a DoD-wide pilot

Reinvigorate industry's independent research and development and protect the defense technology base.

Promote Real Competition

- Present a competitive strategy at each program milestone
- Remove obstacles to competition
 - Allow reasonable time to bid
 - Require non-certified cost and pricing data on single offers
 - Require open system architectures and set rules for acquisition of technical data rights

Increase dynamic small business role in defense market place competition

Improve Tradecraft in Services Acquisition

- Create a senior manager for acquisition of services in each component, following the Air Force's example
- Adopt uniform taxonomy for different types of services
- Address causes of poor tradecraft in services acquisition
 - Assist users of services to define requirements and prevent creep via requirements templates
 - Assist users of services to conduct market research to support competition and pricing
 - Enhance competition by requiring more frequent re-compete of knowledge-based services
 - Limit the use of time and materials and award fee contracts for services
 - Require that services contracts exceeding \$1B contain cost efficiency objectives

Increase small business participation in providing services

Reduce Non-Productive Processes and Bureaucracy

- Reduce the number of OSD-level reviews to those necessary to support major investment decisions or to uncover and respond to significant program execution issues
- Eliminate low-value-added statutory processes
- Reduce by half the volume and cost of internal and congressional reports
- Reduce non-value-added overhead imposed on industry
- Align DCMA and DCAA processes to ensure work is complementary
- Increase use of Forward Pricing Rate Recommendations (FPRRs) to reduce administrative costs

- SBIR (Small Business Innovation Research) and /STTR (Small Business Technology Transfer) are congressionally mandated programs designed to:
 - -Stimulate Innovation
 - -Use Small business to meet Federal needs
 - -Encourage participation of socially & economically disadvantage businesses
 - -Encourage commercial use technology developed under this program
- SBIR/STTR Process
 - -Up to 3 Calls for Solicitations per year
 - -MCSC and PEO funding for this program is about \$16M per year
 - -Solicitations are posted on <http://www.dodsbir.net>

MCSC was Awarded the DoN Secretary's Cup for small business achievement in FY 06 & FY 08

Small Business Category	FY 11 Target	FY 11 Achievement	% Difference
Small Business	15.00%	17.29%	+2.29%
SDB	4.90%	6.82%	+1.92%
VOSB	0.00%	3.82%	+3.82%
SDVOSB	0.50%	1.35%	+0.85%
WOSB	2.25%	2.01%	-0.24%
HUBZone	2.60%	2.24%	-0.36%

Total Small Business Eligible Actions FY11 - 6,475
 Total Small Business Eligible Dollars FY11 - \$5,674,474,396

Small Business Category	Actions	Dollars	Achievement Percentage	Target Percentage
Small Business	2,594	\$981,347,283	17.29%	15.00%
SDB	773	\$386,785,000	6.82%	4.90%
VOSB *	564	\$216,590,909	3.82%	0.00%
SDVOSB	225	\$76,743,119	1.35%	0.50%
WOSB	473	\$114,316,458	2.01%	2.25%
* The Command does not have a specific target for VOSB.				43
HUBZone	234	\$127,033,3		

MCSC Small Business Targets for FY 2012

Small Business Category	FY 2011 Navy Target Percentage	FY 2012 Navy Target Percentage
Small Business	15.00%	15.75%
SDB	4.90%	5.00%
VOSB *	0.00%	0.00%
SDVOSB	0.50%	0.75%
WOSB	2.25%	2.10%
HUBZone	2.60%	2.05%

* The Command does not have a specific target for VOSB.

MCSC & PEO LS Exceeded all of its Small Business Targets for FY 2012

Small Business Category	FY 12 Target	FY 12 Achievement	% Difference
Small Business	15.75%	21.19%	+5.44%
SDB	5.00%	7.29%	+2.29%
VOSB	0.00%	6.19%	+6.19%
SDVOSB	0.75%	3.17%	+2.42%
WOSB	2.10%	3.03%	+0.93%
HUBZone	2.05%	2.82%	+0.77%

Total Small Business Eligible Actions FY12 - 5,997
 Total Small Business Eligible Dollars FY12 - \$4,007,487,855

Small Business Category	Actions	Dollars	Achievement Percentage	Target Percentage
Small Business	2,477	\$849,218,768	21.19%	15.75%
SDB	774	\$292,292,262	7.29%	5.00%
VOSB *	504	\$248,105,870	6.19%	0.00%
SDVOSB	246	\$127,097,362	3.17%	0.75%
WOSB	429	\$121,621,974	3.03%	2.10%
* Numbers rounded up to nearest whole dollar above \$0.50, as appropriate				
HUBZone	231	\$113,055,7		

MCSC Small Business Percentage Targets for FY 2013
MCSC PEO LS Small Business Goal \$900M

Small Business Category	FY 2012 Navy Target Percentage	FY 2013 Navy Target Percentage
Small Business	15.75%	18.00%
SDB	5.00%	5.50%
VOSB *	0.00%	0.00%
SDVOSB	0.75%	2.00%
WOSB	2.10%	2.15%
HUBZone	2.05%	2.30%

*** The Command does not have a specific target for VOSB.**

- ✓ Register with FEDBIZOPPS for all NAICS Codes that are applicable to your company so that you will receive automatic messages of procurement opportunities posted by MCSC:
<https://www.fbo.gov/>
- ✓ Contact PEO LS and MCSC Program Managers from the Program Management Offices (PMOs) through MCSC Corporate Communications (sanford.mclaurin@usmc.mil) or PEO Public Affairs (david.branham@usmc.mil)
- ✓ Learn more about Acquisition Center for Support Services at www.marcorsyscom.usmc.mil/sites/acss and the Command's utilization of SeaPort-e

- ✓ Participate in Modern Day Marine (**MDM**), Advanced Planning Briefing to Industry (**APBI**), Marine South (Camp Lejeune) and Marine West (Camp Pendleton), and Industry Days
- ✓ Propose New Technologies and Ideas through Unsolicited Proposals (FAR 2.101) by Contacting MCSC's Contracting Business Operations – Mr. Will Hines (willard.hines@usmc.mil)
- ✓ Pursue Small Business Innovation Research (SBIR/STTR) Opportunities
<http://www.marcorsyscom.usmc.mil/sites/tto/sbir/default.aspx>

- ✓ Learn More About USMC Science and Technology Needs
 - Office of Naval Research www.onr.navy.mil
 - USMC Strategic Plan www.onr.navy.mil
 - MCSC and PEO Science and Technology Office www.marcorsyscom.usmc.mil
 - Contact Science & Technology Transition Office, Lou Carl (louis.carl@usmc.mil 703-432-3770)

Recommended Contract Vehicles

1. *SeaPort-e*

<http://www.seaport.navy.mil/default.asp>

2. GSA Schedule Contracts

3. GSA Stars II Schedule Contracts

4. Small Business set asides outside of SeaPort-e

5. All Other GWAC / DWAC Contract Vehicles that we can utilize

Study your potential customers (i.e., market research)

Engage Small Business Specialists (SBS) as your allies, not your adversaries

Measure yourself against your peers; consider teaming

Perform, Perform, Perform. Outstanding Performance is the key to success. Don't make excuses.

Evaluate the market

Respond in a timely manner

Focus on your capabilities and technical solutions, not your small business size status

Invest in yourself; obtain professional

David (Dave) J. Dawson
Associate Director for Small Business
Programs

United States Marine Corps
Marine Corps Systems Command
(703) 432-3946 - Office

David.J.Dawson@usmc.mil

**[http://www.marines.mil/unit/marcorsyscom/comm
and/osbp/](http://www.marines.mil/unit/marcorsyscom/comm
and/osbp/)**

Austin (AJ) Johnson
Deputy for Small Business Programs
United States Marine Corps
Marine Corps Systems Command
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Austin.Johnson@usmc.mil

**[http://www.marines.mil/unit/marcorsyscom/comm
and/osbp/](http://www.marines.mil/unit/marcorsyscom/comm
and/osbp/)**



“ To a Marine, the term ‘ Expeditionary’ is more than a slogan; it is our state of mind. It drives the way we organize our forces, how we train, and what kind of equipment we buy.”

- Gen. Amos, Commandant’s Planning Guidance 2010



QUESTIONS



THANK YOU FOR ATTENDING